

## Message Text

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INFORM CONSULS, FROM DIRECTOR GENERAL BARNES

E.O. 11652: N/A

TAGS: BGEN

SUBJECT: BCIU BUSINESS CONSULTATIONS FOR SENIOR OFFICERS

REFERENCE: (A) 77 STATE 167069; (B) 77 STATE 232969

1. SUMMARY--SINCE THE ESTABLISHMENT OF THE BUSINESS COUNCIL FOR INTERNATIONAL UNDERSTANDING (BCIU) IN 1958, MORE THAN 1600 OFFICERS OF THE DEPT., AID, AND THE INTERNATIONAL COMMUNICATION AGENCY HAVE PARTICIPATED IN ITS BUSINESS CONSULTATION PROGRAM. THE PURPOSE OF THIS MESSAGE IS TO REMIND SENIOR OFFICERS OF THE IMPORTANCE OF THEIR PARTICIPATION IN THIS PROGRAM. END SUMMARY.

2. THE BUSINESS COUNCIL FOR INTERNATIONAL UNDERSTANDING--  
(A) BCIU IS A PRIVATE, NON-PROFIT ORGANIZATION HEADQUARTERED  
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IN NEW YORK. IT HAS A MEMBERSHIP OF MORE THAN 80 CORPORATIONS AND ITS OPERATIONS ARE FINANCED BY CONTRIBUTIONS FROM THESE CORPORATE MEMBERS. ALTHOUGH THE BUSINESS

CONSULTATIONS OF BCIU ARE ARRANGED PRIMARILY FOR THE BENEFIT OF THESE CLIENTS, OTHER COMPANIES KNOWN TO HAVE A SIGNIFICANT INTEREST IN A SENIOR OFFICER'S COUNTRY OF ASSIGNMENT ARE

REGULARLY INVITED TO PARTICIPATE. (B) BCIU ORGANIZES FOUR MAJOR KINDS OF ACTIVITIES: (1) BCIU INSTITUTE SEMINARS AT AMERICAN UNIVERSITY FOR U.S. AND FOREIGN INTERNATIONAL BUSINESS EXECUTIVES AND THEIR FAMILIES (TO HELP THEM COPE WITH THE CHALLENGE OF LIVING AND WORKING ABROAD); (2) THE BUSINESS CONSULTATIONS PROGRAM IN THE U.S. WITH SENIOR OFFICIALS OF STATE, AID, AND THE INTERNATIONAL COMMUNICATION AGENCY; (3) U.S. GOVERNMENT-BUSINESS WORKSHOPS ON FOREIGN ECONOMIC POLICY PLANNING; AND (4) ARRANGING APPOINTMENTS AND MEETINGS FOR VISITING FOREIGN DIGNITARIES AND SPECIALIZED BUSINESS GROUPS. OF THESE ACTIVITIES, THE BUSINESS CONSULTATION PROGRAM INVOLVES THE MOST FREQUENT PARTICIPATION OF OUR SENIOR OFFICERS.

3. THE BUSINESS CONSULTATIONS PROGRAM OF BCIU--(A) THE BUSINESS CONSULTATION PROGRAM PROVIDES SENIOR FOREIGN SERVICE PERSONNEL WITH AN EXCELLENT OPPORTUNITY TO EXPLAIN OUR OBJECTIVES AND TO EXCHANGE INFORMATION AND POINTS OF VIEW WITH AMERICAN BUSINESS EXECUTIVES. THIS DIALOGUE IS A NECESSARY AND IMPORTANT ELEMENT OF OUR ONGOING PRIORITY EFFORT TO KEEP THE BUSINESS COMMUNITY FULL APPRISED OF THE ACTIVITIES OF THE DEPARTMENT, THE FOREIGN SERVICE POSTS, AID, AND THE INTERNATIONAL COMMUNICATION AGENCY. (B) BUSINESS CONSULTATIONS ARE ARRANGED BOTH FOR OFFICERS NEWLY ASSIGNED TO A FOREIGN POST AND FOR OFFICERS ON MID-UNCLASSIFIED

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TOUR CONSULTATIONS AND HOME LEAVE. THE TYPICAL CONSULTATION LASTS 1 OR 2 DAYS AND IS HELD IN A COMMERCIAL-IMPORTANT AMERICAN CITY. BECAUSE THE MAJORITY OF BCIU'S CORPORATE CLIENTS HAVE OFFICES IN NEW YORK CITY, THE COUNCIL HAS TENDED IN THE PAST TO SCHEDULE MOST BUSINESS CONSULTATIONS THERE, BUT IN RECENT YEARS, IT HAS DEMONSTRATED AN INTEREST AND CAPABILITY IN ARRANGING CONSULTATIONS FOR FOREIGN SERVICE PERSONNEL IN OTHER LEADING U.S. BUSINESS CENTERS. (C) IN MOST CASES, OFFICERS PARTICIPATING IN BUSINESS CONSULTATIONS ARE NOT ASKED TO DELIVER AN ADDRESS. GENERALLY, THE CONSULTATIONS ARE INFORMAL AND REQUIRE LITTLE, IF ANY, ADVANCE PREPARATION. OFTEN, THE CONSULTATIONS CONSIST OF LUNCHEON OR DINNER MEETINGS WITH A SMALL GROUP OF BUSINESS EXECUTIVES. AT THESE SESSIONS, OFFICERS ARE GENERALLY EXPECTED TO DELIVER BRIEF, INTRODUCTORY REMARKS AND THEN TO INVITE QUESTIONS AND COMMENTS FROM THOSE PRESENT. MANY OFFICERS ALSO HOLD 4 OR 5 ADDITIONAL ONE-ON-ONE PRIVATE DISCUSSIONS WITH REPRESENTATIVES OF INDIVIDUAL CORPORATIONS.

4. HOW TO ARRANGE BCIU BUSINESS CONSULTATIONS--SENIOR

OFFICERS RETURNING TO THE UNITED STATES FOR HOME LEAVE AND

CONSULTATIONS ARE ENCOURAGED TO PARTICIPATE IN BCIU-  
ARRANGED BUSINESS CONSULTATIONS. CONSULTATIONS MUST BE  
ARRANGED THROUGH EB/OCA WHICH WILL CLEAR THE REQUESTS WITH  
THE DEPARTMENT'S REGIONAL BUREAUS, MAKE THE NECESSARY  
ARRANGEMENTS WITH BCIU, AND THEN NOTIFY THE OFFICER OF THE  
APPOINTMENTS THAT HAVE BEEN SCHEDULED. A MINIMUM OF THREE  
WEEKS ADVANCE NOTICE IS REQUIRED BY BCIU AND THE DEPARTMENT  
TO APPROVE AND ARRANGE A BUSINESS CONSULTATION THROUGH  
BCIU. VANCE

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